

US SAILING Board of Directors Meeting
Monday, November 21, 2005
Minutes

President Janet Baxter called the meeting to order at 8:02 PM EST.

Board of Directors members present were: Janet Baxter, Jerelyn Biehl, Jim Capron, Ruth Creighton, Susan Epstein, Tom Hubbell, Rich Jepsen, Leslie Keller, Patty Lawrence, Charlie Leighton, Dick Rose, Bill Sandberg, John Siegel, John Strassman, Jim Tichenor, Absent were Bob Billingham and Dean Brenner. Invited guest Walter Chamberlain participated as well as Budget Committee Chairman James Appel.

Action Items:

A motion to approve the October 21, 2005 Ex Comm meeting minutes was moved, seconded and passed.

A motion to approve the October 23, 2005 (0800 starting time) meeting minutes of the "old" Board as corrected was moved, seconded and passed.

A Motion to approve the October 23, 2005 (0953 starting time) meeting minutes of the "new" Board was moved, seconded and passed.

President Janet Baxter gave a short report on the successful ISAF meetings in Singapore and noted that a new competition format for the Olympics was approved. Baxter continued with an acknowledgement of the recent One Design Symposium which she described as excellent.

Charles Leighton, Executive Director, led the Board through the Executive Director's report and highlighted several points:

- Bobbi Warren was hired as US SAILING new CFO. Ms. Warren's full résumé was included in his written report.
- The USOC gave US SAILING the full amount that was requested except that the USOC cut the amount earmarked for administrative expenses to all of the NGBs by 50%. This amount represents a \$42,000 cut for US SAILING. Leighton explained that while this amount was bothersome, he expected that the successful ongoing Olympic Sailing funding would make up the difference.
- Two factors facing US SAILING are the declining number of active sailors in the U.S. and the two year decline in US SAILING members.

Leighton noted that the key is to focus on increasing revenue. The most important activity for all involved would be to increase membership and participation in existing programs through effective marketing.

In commenting on the importance of fund-raising for non-profits, Leighton reported that there are three programs: the Presidents Club, the Medalist Program and the Annual Fund. The President's Club has been successful but could use more attention. The Medalist Program has been very successful. It has enlisted 14 donors at an average

contribution of \$43,000. The Medalist Program is strictly for the support of the Olympic program. Leighton went on to explain that most not for profit organizations have an Annual Fund, but US SAILING does not currently have one. A promotion for US SAILING's first Annual Fund Drive will be introduced in the Fall Newsletter in the form of a pre-paid envelope. The expectations are modest for this initial appeal but Leighton expects that this will prime the member's awareness of this program for a more comprehensive campaign in 2006. Leighton also announced that a test plan was being put together to assess reintroducing a membership classification that would include a magazine as a member benefit.

Leighton then took questions. It was suggested that since many of the President's Club members have lifetime memberships, it could be productive to have a special solicitation to them. Leighton also suggested that some of the Medalist Program donors might also become President's Club members. The status of several important sponsors was discussed. The on-line registration system was discussed and promoted.

Leslie Keller then gave the Treasurer's Report and reported that the annual 990 report and financial reports were posted on the website. The format of the financial reports was discussed and the Treasurer assured the Board that their concerns were being addressed.

It was agreed that an investment committee was needed to review the several US SAILING accounts that maintain substantial balances, including the fund that is held for US SAILING by the US Olympic Foundation. President Baxter will contact several members to determine their interest in such a committee.

James Appel gave the Budget Committee Chair report. He stated that the new CFO will be given an opportunity to acquaint herself with the budget before any additional actions are taken with the 2006 budget. Appel said that he had been working with Liz Walker, the Championship director to review the allocation of her time and expense among the several championships. There is a perception that there may be several Championships that are using the office's resources in excess of their return. Appel and Leighton promised the Board that more details will be settled upon by the next meeting.

Tom Hubbell then reported on matters pertaining to the Transition.

Action Item:

Tom Hubbell proposed the following resolution:

That the Regulation 15.00 *et seq.* entitled "Grievance & Disciplinary Proceedings" is hereby adopted as US SAILING's official Grievance and Disciplinary Procedures in accordance with Bylaw 701 of US SAILING's Bylaws, effective nunc pro tunc to October 21, 2005. Motion was seconded and passed.

The Board was in agreement that the new Bylaws should specifically address the grievance and discipline issue. Jim Capron and the Article 14 working party was directed

to present a proposal that resolves the issue. President Baxter directed the Secretary to post the newly adopted regulation on the organization's website.

Hubbell reminded the Council and Committee Chairs of the November 1, 2005 memo that asked them to review the structure and purposes of their groups. He noted that the committee lists were due. The committees were also asked to inform Hubbell which division they thought their committee belonged.

Hubbell asked for guidance regarding the restating of the regulations. It was suggested that a working group organize the regulations into a more logical order and then the committees and councils review and modify the regulations that affect them. The legal committee is still considering if it would be appropriate to change the State of incorporation but no opinion has been issued.

Susan Epstein has distributed a working list of the House of Delegates and she is still waiting for several more Chairs to be announced. Charlie Leighton noted that Annie Becker is the staff person who is managing the list.

Action Item:

Janet Baxter nominated Kirk Brown to be the Chair of the Umpires Committee. Nomination was seconded and passed.

Baxter reported that the contact list of Committee and Council members is expected to be ready for next months meeting and the Board will vote on accepting the Committee members that time.

Ruth Creighton reported that the IT committee has approved the automated membership renewal procedure using a secure credit card system.

Janet Baxter proposed:

A RESOLUTION approving the development of a nationally and internationally recognized sailing center in Cascade Locks, Oregon.

1. The Board approves the concept of development of a Sailing Center as currently contemplated by CGRA, and agrees that such a facility adds tremendous value to the sailing community in the United States, and is consistent with economic and quality of life improvements in the region.
2. The Board encourages the City of Cascade Locks and the Port of Cascade Locks to work with CGRA to find the most expeditious way of commencing development of a Sailing Center that will support and encourage the growth potential that exists for sailboat racing on the Columbia River.

The motion was Seconded, discussed and postponed until next month's meeting so that a few issues could be clarified. Leslie Keller, appointed to be the contact person, will report back to the Board.

Action Item:

Janet Baxter moved that:

US SAILING has no objection to the Swan 45 Class holding their World Championship Regatta at the Key West Race Week. Motion was seconded and passed.

An informal discussion about several housekeeping issues with the new bylaws ensued. President Baxter directed that all proposed edits be sent to Tom Hubbell who would then make the necessary corrections.

Meeting was adjourned at 9: 50 PM EST

Respectfully submitted,

John Strassman

Secretary

Next Meeting, 8PM EST Monday, December 19, 2005